

The logo for Ensemble Information Systems, Inc. features the word "Ensemble" in a large, bold, serif font. The letters are white and set against a dark, textured rectangular background.

INFORMATION
SYSTEMS, INC.

June 29, 1994

Mr. John Duhring
WAIS, Inc.
1040 Noel Drive
Menlo Park, CA 94025

Dear John,

Ensemble's Relevant software encourages customers to access a for-payment DowVision on the Internet server that is implemented by WAIS. Given that this opportunity is significant for both our companies, and we both benefit from maximizing the number of Relevant and DowVision on the Internet customers, we would like to agree on the following strategic agreement that encompasses DowVision on the Internet and any future information providers where WAIS acts as the publisher on the Internet and Ensemble offers a value added interface.

Based on our conversations with you and Brewster Kahle, Ensemble Information Systems, Inc. and WAIS, Inc. agree as follows:

Ensemble Information Systems agrees to:

- 1.) License a single version of Ensemble's server technology to WAIS.
- 2.) Market and sell a Relevant Personal Edition which encourages sales of subscriptions to a for-payment WAIS information services, including but not limited to, DowVision on the Internet service.
- 3.) Joint marketing of DowVision on the Internet and future information services where applicable.
 - a.) Ensemble will put up a WWW server promoting Relevant and DowVision on the Internet.
 - b.) Other joint marketing activities such as trade shows and joint promotions.

- 4.) Option to bundle a WAIS provided client with Relevant for interactive WAIS queries until Relevant supports interactive WAIS queries.
- 5.) Continue, on an as needed basis, to support WAIS at trade shows and customer presentations by providing access to a WAIS server with current DowVision data.

WAIS agrees to:

- 1.) License a single version of WAIS's server technology to Ensemble.
- 2.) Support Ensemble's build processes on a nightly basis by providing access to Ensemble's server and supporting the required queries. Ensemble build processes will do WAIS queries to obtain all stories in the WSJ and NYT for a given day. Ensemble will process the results of these queries and build Relevant documents for distribution to Ensemble's Relevant customers.
- 3.) Support Ensemble's requirements for Relevant customers.
 - a.) Inclusion of metadata codes in the WAIS database.
 - b.) Support query by metadata codes.
 - c.) Provide access to database of all current meta data codes by category - Industry, Subject, Region, Product, Market, Statistical, WSJ and any additional categories as they are made available by the information provider.
 - d.) Support query by wire.
 - e.) Inclusion of metadata codes in the WAIS database.
- 4.) Allow Ensemble Relevant server trusted site access to do WAIS queries on behalf of Ensemble's Relevant customers.
- 5.) Provide Ensemble with client libraries to facilitate Relevant access of WAIS-compatible servers for interactive queries.
- 6.) Joint marketing of DowVision on the Internet and other information services where applicable.
 - a.) WAIS will put a high profile pointer to Ensemble's WWW server promoting Relevant as a value added interface.

b.) Other joint marketing activities such as trade shows and joint promotions.

- 7.) License Ensemble with a WAIS client for optional bundling with Relevant for interactive WAIS queries until Ensemble has incorporated interactive capability directly into Relevant.

Compensation:

- 1.) There will be no compensation from WAIS to Ensemble for Relevant customers accessing WAIS' DowVision on the Internet server. WAIS will be considered the DowVision Alliance Developer.
- 2.) For future information providers where WAIS publishes content on the Internet and Ensemble develops, markets and supports a value added interface to that content, WAIS will compensate Ensemble 17% of WAIS' revenues from the information provider for each Relevant user accessing that information provider's content.

The term of this agreement is two years from the date signed.

If the above reflects your understanding of the agreement between us, please countersign a copy of this letter in the space provided below.

Yours truly,

Ensemble Information Systems, Inc.

By Jean Christoffersen

Dated June 29, 1994

WAIS, Inc.

By BAJ

Dated 7/1/94